



County of Fairfax  
Department of Purchasing and Supply Management

RFP-2000000264

Lease or Purchase of Multifunction Devices, Managed Print Services and any other Related Products,  
Services and Solutions

**ATTACHMENT B - MANAGED PRINT SERVICES PRICING SHEET**

Instructions: Offeror shall complete a detailed price sheet for all components associated with the management of print services.

ADD ADDITIONAL COMPONENTS AND/OR BREAK DOWN IN PRICING AS NECESSARY.

For additional related products, services and solutions that you offer, please provide pricing in Attachment C.

**ASSESSMENT COSTS**

List any charges for assessments, if any. Charges should be listed as separate rates with hourly labor charges for each component. If there are no charges for assessments, please note.

Assessment Component

Hourly labor  
charge

Insert additional rows as necessary.

**IMPLEMENTATION COSTS**

List any charges for implementation, if any. Charges should be either event (one time) based or hourly with a statement of work.

Implementation Component

Event  
(One Time  
Cost)

Hourly Labor  
Charge  
(For SOW)

Insert additional rows as necessary.

**TRAINING COSTS**



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List any charges for assessments, if any. Charges should be listed as separate rates with hourly labor charges for each component. If there are no charges for assessments, please note.

List any charges for initial or on-going training, if any. If your company has an alternative methodology for pricing training, please provide.

	<b>Flat Fee (if applicable)</b>	<b>Hourly labor charge</b>
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<b>Initial Training</b>
<b>Ongoing Training</b>

**FLEET MANAGEMENT COSTS**

Include all cost options for on-site full-time, part-time, first service responder, consumables, etc. In addition, list separate costs, if any, to manage legacy installed devices from other manufacturers such as installing, moving, adding, changing and disposing of contracted devices. Management of legacy devices does not include parts, labor nor supplies.

<b>Fleet Management Component</b>	<b>Hourly labor charge</b>
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**SERVICE/HELP DESK INTEGRATION**

List all options and fees and/or hourly rates for service/help desk integration. Also list the cost, if any, of any software technology that can be used in association with your service desk. This should include outright purchase, monthly lease, or per device monthly fees.

Service/Help Desk Component	Fee	Hourly labor charge
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Insert additional rows as necessary.

Software technology used with service desk.	Purchase	Monthly Lease	Per Device Monthly Fee
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Insert additional rows as necessary.

**CONSULTANT/PROFESSIONAL SERVICES**



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List hourly rate for consultant/professional services.

**Consultant/Professional Service**

**Hourly labor  
charge**

Insert additional rows as necessary.

**MAINTENANCE (BREAK/FIX)**

List all options for types of break/fix service associated with installed printers, including but not limited to; 1) parts and labor annual maintenance (supplies purchased separately), 2) parts and labor monthly maintenance (supplies purchased separately), and 3) maintenance programs which allow for supplies to be charged on a per copy rate. Detail how you would formulate charge per copy for toner.

**Break/Fix Service**

**Annual  
Maintenance**

**Monthly  
Maintenance**

**Maintenance  
Per Copy**

Insert additional rows as necessary.



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List how you will configure pricing for future printer models by other manufacturers. Will this be done by manufacturer and model number or by manufacturer speed/segment of the printer?

**Break/Fix Service For Future Models By Other  
Manufacturers**

Insert additional rows as necessary.

If meter collection is performed by offeror on-site, list the monthly charge or hourly rate. If meter collection is performed through software, list monthly charge or purchase price, if any, per asset.

**Meter Collection**

**Monthly  
Charge**

**Hourly labor  
charge**

Insert additional rows as necessary.

**Software**

**Purchase**

**Monthly Fee**

Insert additional rows as necessary.



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Include any other applicable fees for software or maintenance options.

Insert additional rows as necessary.

**OTHER MANAGED PRINT SERVICES**

List any other managed print services you provide along with costs associated. Include software or licensing components of any services provided.

Insert additional rows as necessary.

**VOLUME DISCOUNTS**

Provide any additional discounts offered by your company for business factors that makes doing business more cost effective such as number of locations serviced, etc.

Insert additional rows as necessary.